

Message Text

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ACTION AF-06

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 /024 W

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R 301059Z JUN 75

FM AMEMBASSY BANJUL

TO SECSTATE WASHDC 2566

AMEMBASSY NAIROBI

INFO AMCONSUL CASABLANCA

AMEMBASSY DAKAR

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CASABLANCA FOR RCAA WHITMAN

E.O. 11652: N/A

TAGS: BEXP EAIR GA

SUBJECT: EXECUTIVE MJET AIRCRAFT

REF: A) BANJUL 477 (NOTAL); B) STATE 142939 (NOTAL)

1. SUMMARY: PRESIDENT JAWARA STATED JUNE 27 HE WOULD WELCOME DEMONSTRATION QUOTE WITHOUT OBLIGATION UNQUOTE OF CESSNA CITATION AND LEARJET.

2. LEARJET ENROUTE BANJUL FOR DEMONSTRATION FIRST WEEK JULY.

3. FOR NAIROBI: PLEASE ADVISE CESSNA AIRCRAFT REP., NAIROBI, DEMONSTRATION OF CITATION WOULD BE WELCOMED BY PRESIDENT. PRESUME BOTH REPS WOULD WISH TO AVOID DIRECT CONFRONTATION AT THIS STAGE SO CESSNA REP SHOULD PROPOSE DATES OTHER THAN FIRST WEEK JULY.

4. PRESIDENT ASKED ABOUT POSSIBILITY USG ASSISTANCE IN FINANCING PURCHASE. DRAWING ON REF B, I INDICATED THIS UNLIKELY UNLESS AIRCRAFT

BEING PURCHASED BY GAMBIA AIRWAYS. ASSURED H.E., HOWEVER, THAT COMPANIES SKILLED IN ARRANGING FINANCING AND INDIVIDUAL SALESMEN WOULD HAVE SPECIFIC PROPOSALS.

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5. AMONG TWO LARGER, MORE EXPENSIVE AIRCRAFT, GRUMMAN GULFSTREAM APPEARED TO HAVE EDGE OVER LOCKHEED JETSTAR, PARTICULARLY AS

PRESIDENT CONSIDERED POSSIBLE MULTI-PURPOSE AIRCRAFT WHICH COULD BE USED IN COMMERCIAL OPERATIONS OR BY CHIEF EXECUTIVE. POINTED OUT TO HIM THAT COMMERCIAL OPERATION OF AIRCRAFT DIFFICULT TO IMPOSSIBLE IF PLANE TO BE PULLED OFF SCHEDULE FOR EXEC USE AND SUGGESTED GULFSTREAM MIGHT BE TOO SMALL FOR ECONOMIC COMMERCIAL OPERATION, EVEN ON LIMITED REGIONAL OPERATIONS. HE AGREED ALSO TO SUGGESTION HE OUGHT TO DISCUSS PROBLEM OF GAMBIA AIRWAYS GOING INTO COMMERCIAL OPERATIONS WITH MINISTER OF ECONOMIC PLANNING AND INDUSTRIAL DEVELOPMENT, DIRECTOR CIVIL AVIATION AND OTHERS.

6. CONCLUSION: PRESIDENT CLEARLY INTERESTED IN ACQUIRING EXECUTIVE AIRCRAFT. DOUBT HE HAS DISCUSSED POSSIBILITIES WITH FINANCE, PLANNING MINISTRIES OR CABINET AS A WHOLE. BELIEVE LOCKHEED AND GRUMMAN CURRENTLY OUT OF RUNNING DUE HIGH COSTS AND OTHER CONSIDERATIONS OUTLINED. DEMONSTRATIONS OF LEARJET AND CESSNA WILL CLEARLY WHET APPETITE AND SHOULD BE GEARED TO PROVIDE FIRM INFO RE FINANCING, MAINTENANCE, CREW AND OTHER COSTS. PRESIDENT WILL THEN HAVE POLITICAL TASK OF GETTING CABINET AGREEMENT AND CRUCIAL DECISION OF JUDGING DEGREE OF PUBLIC ACCEPTANCE. EMPHASIS BY AIRCRAFT SALESMEN ON MULTIPURPOSE CAPABILITIES OF AIRCRAFT SUCH AS MEDEVAC, DISASTER ASSESSMENT, OCCASIONAL COASTAL PATROL WORK, POSSIBLY IN CONJUNCTION WITH SURFACE VESSEL, MIGHT BE USEFUL TALKING POINTS. GOTG FOREIGN EXCHANGE POSITION CURRENTLY VERY GOOD.
MCFARLAND

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